



JAC Recruitment

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Thailand

PR/117149 | Business Development Director (IVF Clinic)

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1540618

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 18th, 2025 11:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a fertility clinic.

Job Responsibilities

- Lead and oversee all commercial development efforts at the clinic, encompassing agent engagement, marketing strategies, and offline events. Specifically:
 - Forge and maintain strategic partnerships and referral networks with both local and international agents and healthcare providers to drive patient referrals.
 - Spearhead marketing initiatives, including comprehensive digital campaigns, medical tourism strategies, and effective brand positioning to attract a diverse patient base.
 - Act as the clinic's representative at industry events, conferences, and networking platforms to enhance visibility and establish the clinic as a leader in the field.
 - Oversee the acquisition of corporate clients and manage B2B relationships with insurance companies and wellness partners to expand the clinic's reach and services.

- Identify and capitalize on emerging market opportunities to increase patient volume and boost clinic revenue.
- Conduct thorough analyses of market trends, competitor activities, and customer insights to guide strategic business decisions and stay ahead of industry developments.
- Collaborate closely with clinical and operations teams to ensure a seamless and exceptional patient experience, maintaining high standards of service excellence.
- Develop, implement, and manage annual business development plans, budgets, and performance KPIs to track progress and achieve business goals.
- Support the development of pricing strategies, service bundling, and promotional activities based on market demand and positioning to maximize revenue and patient satisfaction.

Requirements

- Bachelor's degree in business, marketing, healthcare management, or a related field.
- More than 5 years of experience in business development roles and commercial development in the IVF industry.
- Strong leadership and management skills.
- Strategic thinking and problem-solving skills.
- Strong organizational and time management skills.
- Fluent in Thai and English.

If you are interested, click [APPLY NOW](#). Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

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Company Description